

PX EXHIBIT 7

Stage Gate Meeting

April 26 2016

Stage 4 – ToT Reload Kit, SB Classic

- Consider George Dell for Skee Ball Assimilation

Stage 3 – Strings, Pop the Lock, Shocker Chair

- Shocker –
 - life testing
 - Can we use their sw and board
 - Ash wood
 - Reverse engineering project – treat is as contract manufacture for now. Any deviations should be run past Glenn Kramer
- Pop the Lock
 - Look at the competitive space this game will be going up against to help determine BOM range and sell price. Note – strong rankings allow us to get more for the products we ultimately sell.
- Strings
 - Next, and likely last proto attempt about to go to market
 - Action – provide some background to GP regarding the BOM, price positioning, competition landscape

Stage 2 – Skee Ball Video, Roll Down, Small Wheel, Brewskee Ball,

- Brewskee Ball
 - Share Brewskee slide deck (which has numbers)
 - If we don't build it, they claim they have the rights in the agreement to have the games built by a competitor WITH the Skee Ball name
 - Based on the biz case, we are leaning towards saying yes to 20-25 pieces built via our Stage Four process
 - Blue sky biz case (subject to change)
 - 3 Skeesons per year, last 3 = \$79.5; has been on a growth trajectory revenue-wise
 - In 5 years, they project 1650 machines needed @ 825 locations
 - Projected 5 year revenue from licensing revenue alone is \$1.4MM
 - \$747K Merchandise
 - \$623K Sponsorship
 - \$31K App advertising
 - Project net sale of NSBL Alley - \$1750 cost (ROF comparison) / .28 = \$6250 / .89 dist disc = \$7000 dist price / .90 = \$7777 (10-points above distribution).
 - Let's assume \$7000 sale price * 1650 units = \$11.5MM
 - Alleys could be a \$9MM-\$12MM opportunity over 5-years

EXHIBIT

044

FCU v. BayTek

- There will be service revenue as well
- Small wheel
 - Gem theme
 - BOM and pricing model?
- Skee Ball Video
 - (This is based more on my convo with Eric last week)
 - Our opportunity to make hay on this concept is strongest in the FEC market, which is white hot right now. The bar market is cold
 - Steve Veach, Bowlmor, as a possibility to test in location where alleys are too big to reside

Stage 1 – Dice Game, Jet Ball, Cookie Cruncher

- Dice game – own the skill definition.

Action – Populate the Project spreadsheet to show where each one is in priority, where it is in the stage gate process, BOM, target sell, etc....